

Message Text

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PAGE 01 SAO PA 02731 221658Z

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 FAA-00 DOTE-00 /018 W

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R 221530Z DEC 75

FM AMCONSUL SAO PAULO

TO SECSTATE WASHDC 6641

INFO AMCONSUL RIO DE JANEIRO

UNCLAS SAO PAULO 2731

E.O. 11652: N/A

TAGS: BEXP, EAIR, BR

SUBJECT: AVIATION AND AIRPORT DEVELOPMENT TECHNOLOGY SEMINARS

APRIL 19-30, 1976.

REF: STATE 263560

1. WE BELIEVE SAO PAULO CAN BE A MOST SUCCESSFUL STOP FOR AVIATION TRADE MISSION OR SEMINAR, BUT FEEL PREFERRED MODALITY SHOULD BE A FUNCTION OF COMPOSITION OF THE GROUP.

2. IF GROUP, FOR INSTANCE, IS HIGHLY INTEGRATED ONE ON AIRPORT DEVELOPMENT TECHNOLOGY, BRINGING KINDS OF TECHNICAL PAPERS DESCRIBED IN PARA 1 REFTEL, THEN WE WOULD STRONGLY RECOMMEND TECHNICAL SEMINARS HERE, TOO, SINCE BRAZILIAN CIVIL/MILITARY AVIATION COMPLEX WOULD BE PRINCIPAL TARGETS.

3. ON THE OTHER HAND, IG GROUP COMPRISES DIVERSE FIRMS SELLING ON-BOARD EQUIPMENT OR COMPANY - SPECIFIC GROUND SERVICE EQUIPMENT, THEN CUSTOMERS TARGET AUDIENCE, IN ADDITION TO GOVERNMENT, MIGHT ALSO INCLUDE AIRLINES, TAXI SERVICES, AND DISTRIBUTORS/ AGENTS FOR SPECIFIC PRODUCTS. IN THIS CASE, A TRADE MISSION FORMAT WILL BE MOST EFFECTIVE.

4. WHATEVER FORM IT TAKES, BE ASSURED THAT, IF GROUP COMPRISES THOSE FIRMS ENVIAGED IN PARA 3 REFTEL, COMPARABLE CONTACTS WILL BR PROVIDED HERE. THIS STATEMENT PREMISED, OF COURSE, ON SUFFICIENT LEAD TIME AND THOROUGH INFORMATION ABOUT PRODUCTS, OR, IN CASE OF TECHNICAL SEMINAR, ABOUT PRESENTATION TO BE MADE.

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ONCE WE HAVE CLEAR PICTURE OF COMPOSITION OF GROUP, WE WILL

SKETCH OUT BEST POSSIBLE PROGRAM, WHICH AT THIS POINT WE FEEL
SHOULD INCLUDE VISIT AND POSSIBLE PRESENTATIONS AT BRAZIL'S
AVIATION COMPLEX AT SAO JOSE DOS CAMPOS, AN HOUR PLUS FROM SAO
PAULO BY BUS.

5. PLEASE INFO AMCONGEN RIO FUTURE MESSAGES ON THIS MISSION.
CHAPIN

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NNN

Message Attributes

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